

2019 SUMMARY OF NAVY PPV HOUSING FOR COMMANDER NAVY INSTALLATIONS COMMAND

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Introduction

CEL & Associates, Inc. ("CEL") prepared this report by using the results from each Navy PPV Partners Fall 2019 CEL surveyed project(s) and comparing against the Spring 2019 "Out of Cycle" or "OOC" survey conducted by CEL for Commander Navy Installations Command "CNIC". The survey included Family Housing ("FH") and Unaccompanied Housing ("UH") residents living in Navy privatized ("PPV") housing.

This Summary is a high-level overview of results.

The complete REACT Methodology has been added as Addendum A and B.

A. Overall Family Housing Results

1. Response Rates:

The overall response rate for the Navy PPV FH survey of 35.8% is considered in the very good range for multifamily housing and a reflection of the resident opinion.

A minimum response rate goal of 20% was set for each Project and Installation as well as each neighborhood within an Installation. All Family Housing Installations achieved this goal.

Response Rate Data FH

of Projects 10
Surveys Distributed 34,778
Surveys Received 12,459
Response Rate 35.8%

2. Overall Satisfaction Index Results for FH:

The Overall Score (80.2) and Service Score (82.5) for Navy FH PPV is within the CEL rating of "Very Good" (84.9 to 80.0). The Property Score (76.5) is within the range of "Good". *Reference "Addendum B" Evaluating Scores*.

3. Overall Satisfaction Results by Project:

Overall satisfaction scores ranged from a high of 89.5 (Kingsville) to a low of 74.7 (Hawaii).

Project	Overall	Property	Service	Dist.	Rec.	% Rec.
Navy PPV Overall FH	80.2	76.5	82.5	34,778	12,459	35.8%
HAWAII (Hunt)	74.7	70.3	77.1	4,177	1482	35.5%
KINGSVILLE II (Hunt)	89.5	85.0	92.4	147	92	62.6%
MASD (Lincoln)	84.5	82.8	85.4	239	95	39.7%
MID-ATLANTIC (Lincoln)	76.5	74.4	77.5	5,334	1,510	28.3%
MIDWEST (Hunt)	77.6	73.1	80.7	1,607	658	40.9%
NEW ORLEANS (Patrician)	82.3	80.5	83.8	835	322	38.6%
NORTHEAST (BBC)	82.9	79.2	85.3	2,991	883	29.5%
NORTHWEST (Hunt)	75.5	72.8	77.5	3,226	1155	35.8%
SDFH (Lincoln)	83.5	79.1	86.3	11,650	4,720	40.5%
SOUTHEAST (BBC)	80.4	77.6	82.5	4,569	1,541	33.7%
Navy PPV Overall UH	87.1	87.0	86.5	5,713	1002	17.5%
HRUH UH (ACC)	75.7	76.3	73.6	3,358	420	12.5%
SDUH UH (Clark)	94.8	93.8	95.6	2,355	582	24.7%

Scores are not a percentile. Scoring is 1-100 range. The two UH projects were added in this chart and referenced on page 5.



4. Current and Prior Scores by FH PPV Project:

Scores increased for all Satisfaction Indexes from the Spring "OOC" survey to Fall of 2019 survey for all Navy FH PPV Projects. The average increase for the Overall Satisfaction Index was 9.6 points. The largest increase was 12.1 points for Northwest and the smallest increase was 6.5 points for Hawaii.

		North- East	South- East	Hawaii	Kings- ville	Mid- West	North- West	MASD	Mid- Atlantic	SDFH	New Orleans
Sat. Index	Survey Period	ввс	ввс	Hunt	Hunt	Hunt	Hunt	Lincoln	Lincoln	Lincoln	Patrician
	Fall 2019	82.9	80.4	74.7	89.5	77.6	75.5	84.5	76.5	83.5	82.3
	OOC 2019	71.9	70.1	68.2	78.6	66.2	63.4	77.9	64.9	74.9	75.3
Overall	Var. to OOC	11.0	10.3	6.5	10.9	11.4	12.1	6.6	11.6	8.6	7.0
	2018	84.5	86.0	75.7	88.8	77.5	74.7	89.1	78.7	86.6	85.5
	Var. to Fall 2019	-1.6	-5.6	-1.0	0.7	0.1	0.8	-4.6	-2.2	-3.1	-3.2
	Fall 2019	79.2	77.6	70.3	85.0	73.1	72.8	82.8	74.4	79.1	80.5
	OOC 2019	68.9	69.0	66.6	74.1	63.9	63.8	78.1	64.2	71.9	74.2
Property	Var. to OOC	10.3	8.6	3.7	10.9	9.2	9.0	4.7	10.2	7.2	6.3
	2018	82.7	84.8	74.6	86.0	75.8	74.0	88.1	77.6	84.1	84.9
	Var. to Fall 2019	-3.5	-7.2	-4.3	-1.0	-2.7	-1.2	-5.3	-3.2	-5.0	-4.4
	Fall 2019	85.3	82.5	77.1	92.4	80.7	77.5	85.4	77.5	86.3	83.8
	OOC 2019	73.2	70.7	68.4	82.5	67.7	63.3	77.7	64.6	76.9	76.2
Service	Var. to OOC	12.1	11.8	8.7	9.9	13	14.2	7.7	12.9	9.4	7.6
	2018	85.1	86.6	75.5	91.4	78.7	74.9	89.5	79.5	88.5	86.1
	Var. to Fall 2019	0.2	-4.1	1.6	1	2	2.6	-4.1	-2	-2.2	-2.3

Scores are not a percentile. Scoring is 1-100 range. Out of Cycle "OOC" refers to the survey conducted by CNIC in May 2019.

	Overall Score			Pro	perty Sco	re	Service Score		
Overall FH PPV	Current	OOC	Change	Current	OOC	Change	Current	OOC	Change
	80.2	70.1	10.1	76.5	68.3	8.2	82.5	71.0	11.5

Scoring Range	Rating		Scoring Range	Rating			
100.0 to 85.0	Outstanding		69.9 to 65.0	Below Average			
84.9 to 80.0	Very Good		64.9 to 60.0	Poor			
79.9 to 75.0	Good		59.9 to 55.0	Very Poor			
74.9 to 70.0	Average		54.9 to 0.0	Crisis			
Sores are not a percentile. 1-100 scoring range. Converted to 5-point range example 70 = 3.5							



5. Current and Prior Scores by FH PPV Project for 5 years:

Between 2019 Fall and 2019 Spring Out of Cycle survey, all Projects have made improvement within each Success Factor.

	Project	Partner	2019 Fall	2019 OOC	2018	2017	2016	2015
	Hawaii	Hunt	74.7	68.2	75.7	73.1	81.1	78.6
	Kingsville II	Hunt	89.5	78.6	88.8	81.9	81.1	75.7
	MASD	Lincoln	84.5	77.9	89.1	91.5	91.0	89.7
Ove	Mid-Atlantic	Lincoln	76.5	64.9	78.7	82.4	78.4	78.8
Overall Score	Midwest	Hunt	77.6	66.2	77.5	76.8	79.1	78.5
Sco	New Orleans	Patrician	82.3	75.3	85.5	80.9	82.9	86.1
ore	Northeast	ВВС	82.9	71.9	84.5	86.2	87.0	86.8
	Northwest	Hunt	75.5	63.4	74.7	76.0	78.6	76.5
	SDFH	Lincoln	83.5	74.9	86.6	84.4	85.9	85.8
	Southeast	ВВС	80.4	70.1	86.0	83.3	85.6	87.0
	Project	Partner	Fall	OOC	2018	2017	2016	2015
	Hawaii	Hunt	70.3	66.6	74.6	72.4	79.9	77.4
	Kingsville II	Hunt	85.0	74.1	86.0	80.1	77.3	73.0
_	MASD	Lincoln	82.8	78.1	88.1	91.3	91.7	90.8
Property Score	Mid-Atlantic	Lincoln	74.4	64.2	77.6	81.4	77.2	78.5
pert	Midwest	Hunt	73.1	63.9	75.8	75.9	78.3	78.4
y So	New Orleans	Patrician	80.5	74.2	84.9	81.1	82.3	85.1
ore	Northeast	BBC	79.2	68.9	82.7	84.5	85.3	84.9
	Northwest	Hunt	72.8	63.8	74.0	74.6	77.3	75.9
	SDFH	Lincoln	79.1	71.9	84.1	82.1	83.5	83.9
	Southeast	ВВС	77.6	69.0	84.8	82.0	84.1	84.7
	Project	Partner	Fall	OOC	2018	2017	2016	2015
	Hawaii	Hunt	77.1	68.4	75.5	72.9	81.5	79.0
	Kingsville II	Hunt	92.4	82.5	91.4	83.0	83.7	77.5
	MASD	Lincoln	85.4	77.7	89.5	91.7	91.2	88.7
Serv	Mid-Atlantic	Lincoln	77.5	64.6	79.5	83.3	79.4	79.4
vice	Midwest	Hunt	80.7	67.7	78.7	76.9	79.8	78.7
vice Score	New Orleans	Patrician	83.8	76.2	86.1	81.6	83.3	87.0
ore	Northeast	BBC	85.3	73.2	85.1	87.1	88.0	87.7
	Northwest	Hunt	77.5	63.3	74.9	76.8	79.3	76.6
	SDFH	Lincoln	86.3	76.9	88.5	86.2	87.6	87.7
	Southeast	BBC	82.5	70.7	86.6	84.0	86.5	88.5

The highlighted cells represent the high, low and median score range. Scores are not a percentile. Scoring is 1-100 range.



6. Current and Prior Scores by UH PPV Project for 5 years:

Between 2019 Fall and 2019 Spring Out of Cycle survey, each Project has made improvement within each Success Factor.

	Project	Partner	2019 Fall	2019 OOC	2018	2017	2016	2015
Overall Score	Hampton Roads UH	ACC	75.7	68.8	83.3	85.8	85.4	86.9
Overall Score	San Diego UH	Clark	94.8	86.7	95.1	96.0	95.6	93.9
	Project	Partner	Fall	OOC	2018	2017	2016	2015
Property Score	Hampton Roads UH	ACC	76.3	69.6	83.4	84.7	84.3	85.9
Property Score	San Diego UH	Clark	93.8	86.2	94.4	95.4	94.8	92.8
	Project	Partner	Fall	OOC	2018	2017	2016	2015
Service Score	Hampton Roads UH	ACC	73.6	66.5	82.7	86.5	86.0	87.2
Service Score	San Diego UH	Clark	95.6	87.5	95.7	96.5	96.3	94.9

The highlighted cells represent the high, low and median score range. Scores are not a percentile. Scoring is 1-100 range.

Scoring Range	Rating
100.0 to 85.0	Outstanding
84.9 to 80.0	Very Good
79.9 to 75.0	Good
74.9 to 70.0	Average

Scoring Range	Rating	Scoring Range	Rating				
100.0 to 85.0	Outstanding	69.9 to 65.0	Below Average				
84.9 to 80.0	Very Good	64.9 to 60.0	Poor				
79.9 to 75.0	Good 59.9 to 55.0 Very Poor						
74.9 to 70.0 Average 54.9 to 0.0 Crisis							
Sores are not a percentile. 1-100 scoring range. Converted to 5-point range example 70 = 3.5							



7. Scores and Rating by Installation sorted by Overall Score:

Of the 40 Installations, 62.5% (25) rated in the Outstanding to Very Good range (100.0 thru 80.0), 30.0% (12) rated Good (79.9 thru 75.0) and 7.5% (3) rated Average (64.9 thru 55.0).

						CEL Rating		
Line	Partner	Installation Name	Overall	Property	Service	Scale Overall	Dist.	% Rec.
						Score		
1	Lincoln	MECHANICSBURG	94.9	91.9	97.4	Outstanding	31	64.5%
2	Lincoln	FALLON NAS	94.6	93.3	95.2	Outstanding	122	73.0%
3	Lincoln	SEAL BEACH NWS	92.0	87.1	95.4	Outstanding	179	76.0%
4	BBC	SARATOGA SPRINGS NSU	91.9	87.5	94.7	Outstanding	191	50.3%
5	BBC	MITCHEL FIELD NY	90.4	86.1	93.0	Outstanding	239	38.5%
6	Lincoln	CHINA LAKE NAWS	89.6	86.5	92.3	Outstanding	176	59.1%
7	Hunt	KINGSVILLE NAS	89.5	85.0	92.4	Outstanding	147	62.6%
8	Lincoln	DAHLGREN NSASP-NSF	89.2	84.5	92.3	Outstanding	164	52.4%
9	BBC	LAKEHURST NAWC ACFTDIV	88.8	84.7	92.0	Outstanding	90	37.8%
10	Lincoln	EL CENTRO NAF	88.2	85.7	90.4	Outstanding	93	55.9%
11	BBC	FORT WORTH NAS-JRB	87.6	83.9	91.6	Outstanding	77	46.8%
12	BBC	EARLE NWS	85.9	85.1	87.1	Outstanding	69	53.6%
13	Hunt	MID-SOUTH NSA	85.5	80.1	88.8	Outstanding	263	52.9%
14	BBC	WHITING FIELD NAS	84.7	83.7	85.2	Very Good	267	49.8%
15	Lincoln	NCR FLAGS/JBAB/THURMONT (MASD)	84.5	82.8	85.4	Very Good	239	39.7%
16	BBC	CHARLESTON NWS	84.4	82.0	86.0	Very Good	894	35.3%
17	BBC	MERIDIAN NAS	84.3	84.5	85.2	Very Good	148	28.4%
18	Lincoln	ANNAPOLIS NAVACAD	83.5	79.2	86.1	Very Good	261	49.8%
19	Lincoln	SAN DIEGO NB	83.5	78.8	86.7	Very Good	8,563	37.2%
20	Patrician	NEW ORLEANS NC	82.3	80.5	83.8	Very Good	835	38.6%
21	BBC	PORTSMOUTH NSY	82.1	76.8	86.0	Very Good	177	37.3%
22	Lincoln	LEMOORE NAS	81.5	77.7	83.8	Very Good	1,463	41.9%
23	BBC	PENSACOLA NAS	80.5	75.9	84.1	Very Good	509	40.5%
24	Hunt	EVERETT NS FH	80.1	80.2	80.0	Very Good	137	60.6%
25	BBC	NEW LONDON NSB	80.1	76.5	82.2	Very Good	1,606	22.5%
26	BBC	PANAMA CITY NSA	79.6	76.5	82.8	Good	47	66.0%
27	Lincoln	VENTURA COUNTY NAVBASE	79.6	76.0	82.0	Good	1,054	51.2%
28	Lincoln	INDIAN HEAD NSASP-NSF	79.2	82.1	77.2	Good	136	43.4%
29	BBC	JACKSONVILLE NAS	79.0	77.0	80.4	Good	278	22.7%
30	BBC	NEWPORT NS	79.0	75.7	80.7	Good	619	31.7%
31	BBC	KINGS BAY SUBASE	78.8	75.6	80.7	Good	414	28.3%
32	Hunt	WHIDBEY ISLAND NAS	78.7	75.3	81.4	Good	1,452	34.7%
33	BBC	KEY WEST NAS	77.9	75.2	79.8	Good	631	38.8%
34	BBC	MAYPORT NAVSTA	77.4	72.8	81.2	Good	803	30.0%
35	Lincoln	PATUXENT RIVER NAS	76.2	77.6	75.3	Good	698	36.2%
36	Hunt	GREAT LAKES and CRANE	75.5	71.2	78.6	Good	1,344	38.6%
37	BBC	GULFPORT NCBC	75.2	75.2	73.5	Good	501	22.2%
38	Hunt	PEARL HARBOR and BARKING SANDS	74.7	70.3	77.1	Average	4,177	35.5%
39	Lincoln	HAMPTON ROADS NB	74.0	71.2	75.2	Average	4,044	23.8%
40	Hunt	KITSAP NB	72.0	69.5	73.5	Average	1,633	34.7%

Note: NCR Flags/JBAB/Thurmont (MASD) is non-Installation affiliated and included for the purposes of this analysis only.



8. Current and Prior Scores by Installation - FH:

Current and Prior Scores by Installation have been sorted by Project and summarized for comparison.

	Installation - Project		Overall		ı	roperty	,		Service	
Project	Installation	2019	ooc	Var.	2019	оос	Var.	2019	ooc	Var.
HAWAII	PEARL HARBOR & BARKING SANDS	74.7	67.9	6.8	70.3	66.3	4.0	77.1	68.1	9.0
KINGSVILLE II	KINGSVILLE NAS	89.5	78.6	10.9	85.0	74.1	10.9	92.4	82.5	9.9
MASD	NCR FLAGS/JBAB/THURMONT (MASD)	84.5	77.9	6.6	82.8	78.1	4.7	85.4	77.7	7.7
MID-ATLANTIC	ANNAPOLIS NAVACAD	83.5	75.3	8.2	79.2	73.0	6.2	86.1	75.8	10.3
MID-ATLANTIC	DAHLGREN NSASP-NSF	89.2	84.3	4.9	84.5	80.4	4.1	92.3	87.1	5.2
MID-ATLANTIC	HAMPTON ROADS NB	74.0	61.1	12.9	71.2	58.8	12.4	75.2	61.4	13.8
MID-ATLANTIC	INDIAN HEAD NSASP-NSF	79.2	76.4	2.8	82.1	82.2	-0.1	77.2	72.6	4.6
MID-ATLANTIC	MECHANICSBURG	94.9	96.5	-1.6	91.9	95.4	-3.5	97.4	97.3	0.1
MID-ATLANTIC	PATUXENT RIVER NAS	76.2	66.8	9.4	77.6	72.6	5.0	75.3	63.1	12.2
MIDWEST	GREAT LAKES & CRANE	75.5	63.8	11.7	71.2	62.4	8.8	78.6	64.8	13.8
MIDWEST	MID-SOUTH NSA	85.5	74.1	11.4	80.1	68.5	11.6	88.8	77.6	11.2
NEW ORLEANS	NEW ORLEANS NC	82.3	75.3	7.0	80.5	74.2	6.3	83.8	76.2	7.6
NORTHEAST	EARLE NWS	85.9	78.3	7.6	85.1	78.0	7.1	87.1	79.0	8.1
NORTHEAST	LAKEHURST NAWC ACFTDIV	88.8	79.6	9.2	84.7	75.4	9.3	92.0	82.5	9.5
NORTHEAST	MITCHEL FIELD NY	90.4	79.9	10.5	86.1	74.3	11.8	93.0	83.7	9.3
NORTHEAST	NEW LONDON NSB	80.1	67.8	12.3	76.5	66.2	10.3	82.2	67.5	14.7
NORTHEAST	NEWPORT NS	79.0	74.9	4.1	75.7	71.3	4.4	80.7	76.8	3.9
NORTHEAST	PORTSMOUTH NSY	82.1	58.5	23.6	76.8	53.9	22.9	86.0	61.5	24.5
NORTHEAST	SARATOGA SPRINGS NSU	91.9	86.6	5.3	87.5	80.3	7.2	94.7	90.8	3.9
NORTHWEST	EVERETT NS	80.1	66.0	14.1	80.2	71.6	8.6	80.0	62.5	17.5
NORTHWEST	KITSAP NB	72.0	60.1	11.9	69.5	60.9	8.6	73.5	59.4	14.1
NORTHWEST	WHIDBEY ISLAND NAS	78.7	66.9	11.8	75.3	65.8	9.5	81.4	68.0	13.4
SDFH	CHINA LAKE NAWS	89.6	83.4	6.2	86.5	79.8	6.7	92.3	86.1	6.2
SDFH	EL CENTRO NAF	88.2	83.6	4.6	85.7	81.6	4.1	90.4	85.0	5.4
SDFH	FALLON NAS	94.6	86.4	8.2	93.3	80.9	12.4	95.2	89.9	5.3
SDFH	LEMOORE NAS	81.5	73.3	8.2	77.7	71.3	6.4	83.8	74.6	9.2
SDFH	SAN DIEGO NB	83.5	75.3	8.2	78.8	72.0	6.8	86.7	77.4	9.3
SDFH	SEAL BEACH NWS	92.0	83.1	8.9	87.1	77.7	9.4	95.4	86.6	8.8
SDFH	VENTURA COUNTY NAVBASE	79.6	69.4	10.2	76.0	67.1	8.9	82.0	70.9	11.1
SOUTHEAST	CHARLESTON NWS	84.4	75.2	9.2	82.0	73.1	8.9	86.0	76.7	9.3
SOUTHEAST	FORT WORTH NAS-JRB	87.6	74.0	13.6	83.9	70.0	13.9	91.6	77.9	13.7
SOUTHEAST	GULFPORT NCBC	75.2	71.3	3.9	75.2	74.1	1.1	73.5	68.2	5.3
SOUTHEAST	JACKSONVILLE NAS	79.0	66.6	12.4	77.0	67.9	9.1	80.4	64.7	15.7
SOUTHEAST	KEY WEST NAS	77.9	68.9	9.0	75.2	66.3	8.9	79.8	70.7	9.1
SOUTHEAST	KINGS BAY SUBASE	78.8	67.0	11.8	75.6	66.2	9.4	80.7	67.4	13.3
SOUTHEAST	MAYPORT NAVSTA	77.4	66.5	10.9	72.8	63.9	8.9	81.2	68.2	13.0
SOUTHEAST	MERIDIAN NAS	84.3	64.6	19.7	84.5	67.8	16.7	85.2	64.0	21.2
SOUTHEAST	PANAMA CITY NSA	79.6	62.3	17.3	76.5	62.9	13.6	82.8	62.5	20.3
SOUTHEAST	PENSACOLA NAS	80.5	68.0	12.5	75.9	66.5	9.4	84.1	68.5	15.6
SOUTHEAST	WHITING FIELD NAS	84.7	77.6	7.1	83.7	78.1	5.6	85.2	77.5	7.7

Note: NCR Flags/JBAB/Thurmont is non-Installation affiliated and included for the purposes of this analysis only.



Addendum A

The Survey: The survey was developed by using a core set of questions provided by CEL. The "core" question set for the FH resident surveys is identical to all private sector and military residents surveyed. By utilizing a core set of questions, CEL can compare results of the Navy PPV Resident survey with other military and private sector housing results.

CNIC added supplemental, un-coded questions to the survey. The results derived from the supplemental questions were reported separately so as to not impact the overall scores, nor prevent a direct comparative analysis between all locations and service branches surveyed by CEL.

- Core set of questions used for comparison to private sector and military housing.
- ◆ The surveys were conducted online for all projects. Email invitations were sent to each home.
- The results derived from any supplemental questions are reported separately so as to not impact the overall scores.

The Survey Process: CEL worked with CNIC and each PPV Partner to set up the survey process and to obtain information on each neighborhood to be surveyed within each Installation. The PPV Partners provided the email addresses which were compared to a Master Unit List of all homes and occupancy. All surveys were completed online and only CEL had access to the results of any individual survey.

- **Distribution:** The survey was distributed to residents living in Navy PPV Family Housing and UH residents residing on site at the time of the survey launch.
- **Population:** The survey was distributed to one resident per household living in Navy PPV Family and Unaccompanied housing at the time of the survey launch.
- ◆ Online Survey: A survey invitation was sent via email to all residents with a valid email address. Each email included a unique link to the online survey. Up to three email reminders were then sent out to non-respondents at seven-day intervals. CEL provided an email address that was publicized for each project for residents to request a survey in the event the email containing the survey link was not received or deleted. CEL verified the resident address provided and survey completion status for the address prior to sending a survey link to any home.
- Quality Control: The unique survey link was associated with a specific resident address within a
 neighborhood to ensure each home only completed one survey, thus ensuring quality control and a
 consistent distribution methodology.



Addendum B

Analytics: For purposes of assessing resident opinions, CEL has developed a proprietary scoring system. Residents respond to each survey question using a five-point Likert scale. Aggregated answers are then grouped into three overall categories termed Satisfaction Indexes and into nine sub-categories termed Business Success Factors.

The three **Satisfaction Indexes** provide the highest-level overview and offer a snapshot of how a company, Region, Installation, or single neighborhood is performing.

The Overall Satisfaction Index includes scores from all coded questions. These question scores are included in each of the Business Success Factors. Questions pertaining to Quality of Leasing and Renewal Intention are not categorized



in the Service or Property Index but are included in the Overall Satisfaction Index.

Reporting: CEL prepared consolidated reports as requested, as well as for each Individual Neighborhood within an Installation. Additional reporting included pre-populated Action Plan templates at both the Installation and Individual Neighborhood levels.

Scoring: The calculated scoring ranges are as follows:

Scoring Range	Rating
100.0 to 85.0	Outstanding
84.9 to 80.0	Very Good
79.9 to 75.0	Good
74.9 to 70.0	Average

Scoring Range	Rating
69.9 to 65.0	Below Average
64.9 to 60.0	Poor
59.9 to 55.0	Very Poor
54.9 to 0.0	Crisis

The CEL scoring methodology is a 1-100 calculated scoring and not a percentile or average. As an example, a 1-100 score can be divided by 20 to obtain a 5-point scale, i.e. score of 70 can be divided by 20 to obtain a 5-point scale of 3.5.

CEL utilized the survey and improvement process used by all its military and private sector clients called "REACT" (*Reaching Excellence through Assessment, Communication and Transformation*). This process allows for direct comparison of all surveys conducted by CEL for purposes of comparative data and in-depth trending analysis.



Evaluating Scores:

The CEL & Associates, Inc. scoring system provides a consistent methodology for evaluating survey results. Satisfaction Indexes, Business Success Factors and individual evaluation questions are all scored in the same manner, for ease of isolating high-performance areas and identifying problem areas.

Scores can be interpreted in the following ranges:

- Scores from 100 to 85 ("Outstanding") Any Satisfaction Index, Business Success Factor, or question score of 85 or
 greater is considered to be outstanding. The management team should be commended for providing excellence in
 service, while the Asset Management is to be applauded for providing the resources necessary to keep the property
 in outstanding condition and market competitive.
- Scores from 84 to 80 ("Very Good") Scores in this range are approaching the very best and the management team should be recognized for their efforts. While only a few points below Outstanding, scores in this category typically mean that while most residents are very satisfied, others feel that more could be done. Special attention should be given to any areas where ratings are below "4".
- Scores from 79 to 75 ("Good") Scores in this range tend to reflect a steady, stable and consistent level of satisfaction and performance with clear opportunities for improvement. The primary indicator of whether these scores will rise is the capacity and desire to take advantage of these opportunities. Improving these scores requires maintaining current efforts, while giving special attention to those specific REACT questions receiving the fewest ratings of "5".
- Scores from 74 to 70 ("Average") Scores in this range generally reflect some satisfaction with the service or property
 features being evaluated, but the complete standards and expectations of the residents are not being met. Taking
 action in these areas can remove obstacles to residents feeling Very Satisfied.
- Scores from 69 to 65 ("Below Average") Scores in this range generally mean that performance is just not adequate
 and indicate areas of necessary improvement. CEL & Associates, Inc. believes it is important to strive for clear
 satisfaction, not just an absence of dissatisfaction, and therefore find scores in this range are a definite area of
 concern.
- Scores from 64 to 60 ("Poor") Scores in this range signify substandard performance and strong displeasure with the property and/or the level of service. Improvements are needed immediately. Resident expectations are significantly different from their perceptions of the property and/or service provided. Corrective measures taken soon will prevent the scores from dropping into a category where significantly more time and expense is necessary to improve them.
- Scores from 59 to 55 ("Very Poor") Scores in this range are over 25 points below the scores received by the best in the industry. Corrective measures need a strong commitment, as improvements will require significant focus, time and resources. Scores in this range are not the result of a few dissatisfied residents, but an expression of a majority of residents. Remediation of each problem area is essential if the property is to improve its financial and operational performance.
- Scores below 55 ("Crisis") When a significant majority of the residents at a property fail to indicate a positive response, there is a major problem that must be addressed immediately. Corrective measures must be taken without delay. Improvements to areas receiving these low scores generally involve much more than a policy, staffing or cosmetic change to the property. Significant, noticeable improvements must immediately be made to improve all areas with scores below 60.

Reporting and associated resident comments should be reviewed down to a neighborhood level to better understand issues impacting residents' satisfaction within an Installation/neighborhood.